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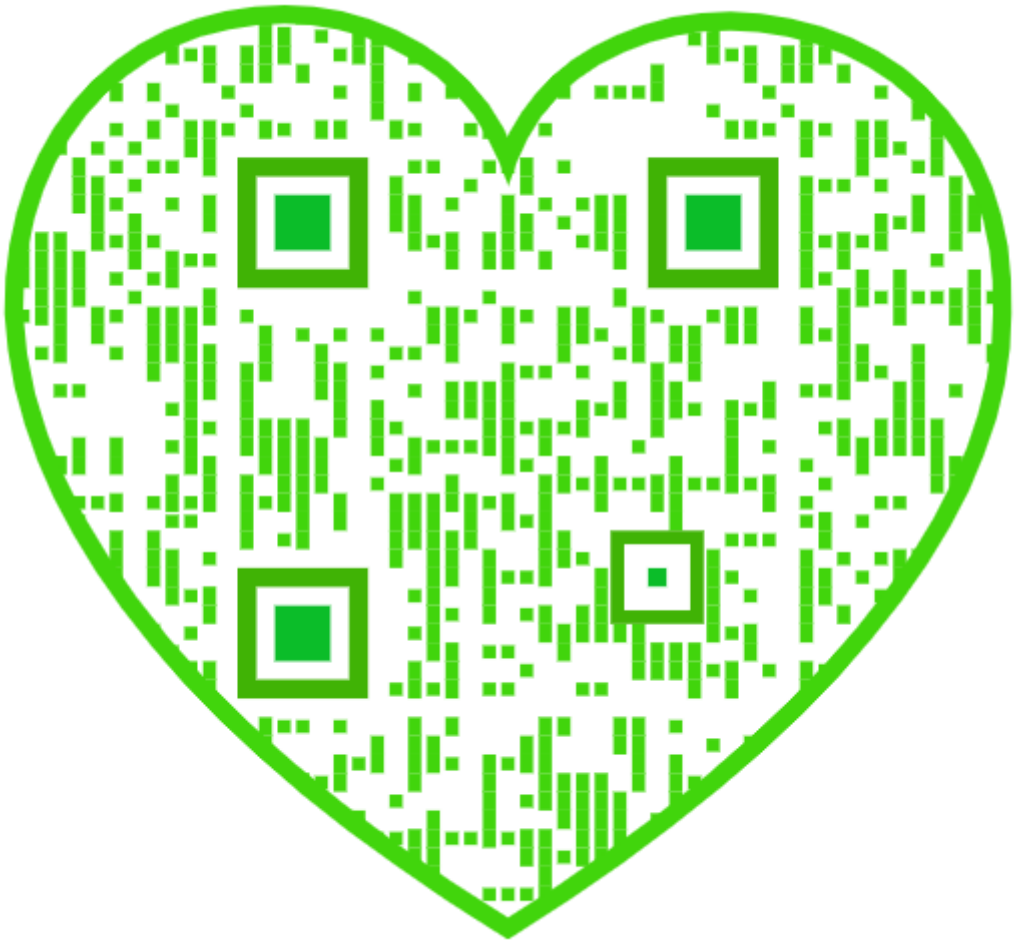

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COMMON SENSE RABBIT RAISING

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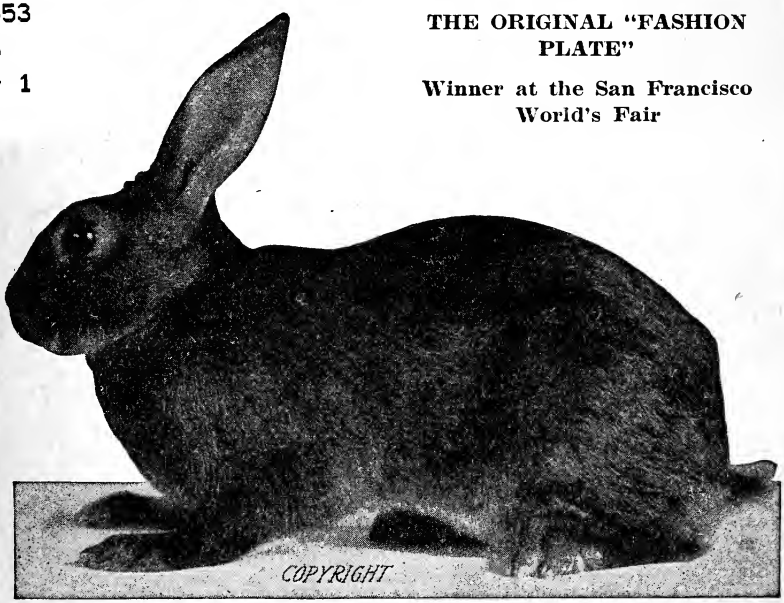
THE ORIGINAL "FASHION PLATE"

Winner at the San Francisco World's Fair



Many of Our Belgian Hares are Descendants of this Great Sire (Stahl Strain)

A Practical Outline of the Immense Possibilities in Raising Belgian Hares, New Zealand Reds, American Blues and Flemish Giant Rabbits, Guinea Pigs and Other Fur-Bearing Animals

For Food and Fur Breeders and Exhibition

By EDW. H. STAHL

Price Ten Cents

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OUTDOOR ENTERPRISE CO.
Kansas City, Missouri

THIS BOOK TEACHES

COMMON SENSE RABBIT RAISING

Part I

AMERICA'S LARGEST RABBITRIES

Are located at Holmes Park, Mo., a suburb of Kansas City, with buildings and equipment to house five hundred breeding does and their progeny. This immense Rabbitry is owned and controlled by the Outdoor Enterprise Co., which also controls the output of a Rabbitry at Sibley, Mo., with thirty breeding does, another one at Topeka, Kas., with one hundred breeding does, and besides this, the company controls fifteen other rabbitries located in and around Kansas City with from six to twenty-five breeding does in each. This gives us the output from around seven hundred breeding does. Besides we are continually buying, importing and replenishing with the best stock purchasable here and in England.

All stock of the above Rabbitries is under the personal direction of our Mr. Stahl, who selects the breeding stock. We have been and are now supplying customers with stock raised direct from winners at the largest shows. We receive glowing reports every day from customers who are winning with our stock.

It would give us great pleasure for you to visit our rabbitries. We would like personally to show you this high class stock, the many winners, and the stock raised from them. As it is not possible for all customers to visit us, Mr. Stahl takes a personal interest in all orders received and personally selects all stock shipped out, being undoubtedly one of the best qualified men in the country to know what is best for each customer. He also knows what he has already shipped to most of our customers, who come back with repeats, feeling that he knows many of them as well as if he had met them personally.

Nearly ten years of success in the rabbit business is our record. We can well be proud of it. We are proud of it. We know that our thousands of customers have made possible this successful enterprise. We please them, and they order again and again.

THE RABBIT BUSINESS IS A WELL ESTABLISHED INDUSTRY

It is well known that the rabbit industry is firmly established. There are very few if any businesses that have attracted the thinking man and woman as has the rabbit industry in a commercial way, and by the word "commercial" we mean that it is a profitable industry that is worthy of your consideration and investment.

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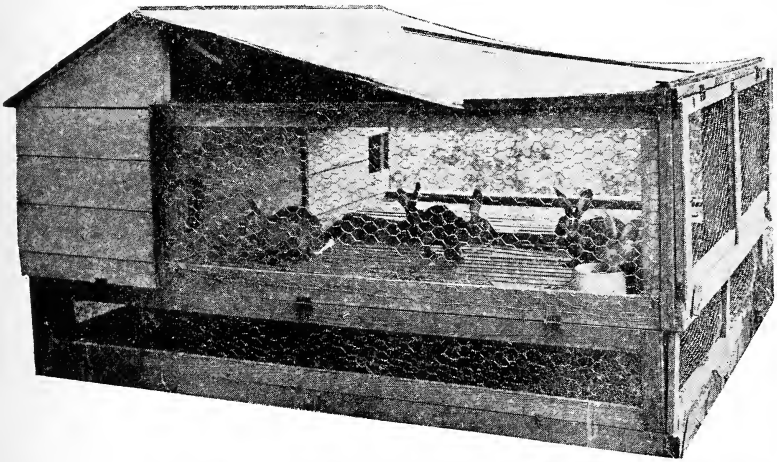
Rabbit raising is past the experimental stage and is numbered among the essential industries of our country as well as of other lands throughout the world. The meat and fur of the rabbit are in great demand. In fact the demand is far greater than the supply. Breeding stock that is pedigreed commands good prices. Stock without pedigrees while not desirable as breeders, is raised for meat. It does not sell very readily as breeding stock, so when you order stock, by all means insist that it is pedigreed.

Rabbits multiply fast and if you start with a trio it will be only a short time until you are able to supply others with stock and the money invested will come back to you. It is a fact that no business on earth will pay any one a bigger interest on the money invested than will rabbits.



A very fine Self-Cleaning Portable Rabbit Hutch with feeding and nesting compartments and outdoor run with Slat Floor which makes this hutch self-cleaning. Very cheaply built. A box, some wire and short ends of boards are all that is needed.

COST TO RAISE IS REMARKABLY LOW

That the cost of raising rabbits is small is vouched for by the United States Department of Agriculture in the statement that rabbits can be raised for 6 cents a pound. Reed Storms has raised and judged rabbits for more than twenty-five years. At a meeting of the Kansas City Rabbit Club recently he made the statement that he has raised rabbits up to 2½ months old for 14 cents. He raised Belgian Hares, and as their weight is about 4 pounds at that age you will note that it costs Mr. Storms 3½ cents a pound to raise his rabbits. Rabbit meat sells readily for 35 to 40 cents a pound dressed, and even in a commercial way the raising of rabbits is very profitable.

The profits will of course be larger if you raise stock to sell for breeding. The best way is to breed to sell both to market and for breeding purposes, selecting only the best for breeders, and in this way you will become known as selling only the most desirable stock as breeders and many will be glad to buy from you.

EASILY RAISED

Rabbits are easily raised if you go at it the right way with the right kind of stock. For one thing, start with good healthy stock. Give them the care and attention you would other stock and you will be surprised to see how fast they will grow into money. Our customers far and wide say that when you start with STAHL Strain Stock you start right. Remember that is what many say about our stock and you will say so, too, when you see the big healthy, robust stock that we will send you.

You are ambitious. You want to make some money, especially as a side line. Why not try rabbits? You can make a start with very little money, so why not give the raising of rabbits a trial? You can start small and grow big. We started with only five rabbits. From this small start we have built the biggest rabbit business in the country. You may not duplicate this feat. You can, however, make many a dollar and make it easily and pleasantly.

WHAT THE GOVERNMENT HAS TO SAY ABOUT RABBITS

Ned Dearborn, former Assistant Biologist of the Bureau of Biological Survey, in a recent writing has this to say: "In raising rabbits the saving and earning power is illustrated by the following examples of what is actually being done with rabbits.

One man of Kansas City, Kas., raises 300 to 400 pounds of rabbit meat a year for his own table at a cost of eight to ten cents a pound. Another resident of the same city who raised pedigreed and registered stock in his back yard, size 20x24, sold enough rabbits in eighteen months to clear $2,400.00."

The above are just instances from the experience of hundreds of people who are raising rabbits in such manner at a great profit. Men, women, boys and girls are doing it in all parts of America and Canada, some as a side line, others as a regular business. Of course you also want to succeed in something. You want to make extra money. There is nothing so profitable and easily handled as the rabbit business. The future is yet to be developed and so you can realize the opportunity there is before you.

In quoting from this government authority above mentioned we have given you only two instances. There is a bulletin published by the government which contains hundreds of important

things about rabbits. IT'S FREE. Do not fail to write for it at once. Write to the United States Department of Agriculture for Farmer's Bulletin No. 1090.

No domestic animal increases so rapidly as the rabbit. A doe is bred the first time when 8 months old. She raises four litters a year with six to eight to a litter, sometimes more.

Rabbits are readily sold to hotels, restaurants and to private families. We have the success of our customers at heart and are always willing to supply market for stock raised from our stock. Many times have we been offered stock by breeders who did not have our stock. Often we are offered stock without pedigrees, for little or nothing. We don't buy such stock. Won't have it in our hutches. We have only the finest pedigreed and registered stock. Nothing is too good for us, and nothing is too good for our customers.

Rabbits sell for breeding stock for from $3.00 to $25.00 each, according to breed and quality. Judge for yourself if this is not one of the most profitable branches of the industry.

FLEMISH GIANT BUCK—STAHL'S BLACK SAMBO
Winner at Oakland, Cal., and winner of first at Kansas City, November, 1920.
Weight 14½ lbs. STUD SERVICE FEE $3.50.

OTHER BLACK FLEMISH BUCKS
Midnight, Stahl's Black Chief. Good color and size producers. Stud fee $3.00.
ALL DOES 8 MONTHS AND OVER WILL BE BRED TO THESE BUCKS FREE.

$72.00 A YEAR FROM ONE BREEDING DOE

Reverting to the birth rate of the rabbit, one doe will produce at least 24 rabbits a year, and even if you sold them at the low price of $3.00 each it figures that one breeding doe will bring you $72.00 a year. Now figure what ten breeding does will bring you. You can take care of that number in your spare time. Then figure what fifty breeding does will bring you. You can take

care of that many if you want to make the breeding of rabbits a regular business.

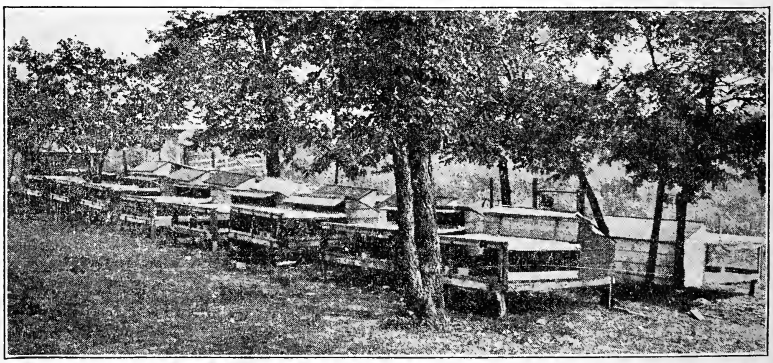
The above is really a very conservative estimate. Many and many times the breeder receives more than $3.00 for a rabbit, so the income is increased accordingly.

The profits from raising rabbits for breeding purposes is enormous. In this branch of the business you have to keep them a little longer so the most profitable way is to combine the two plans of selling the best for breeders and the others to the market, and you get fine returns from both directions.

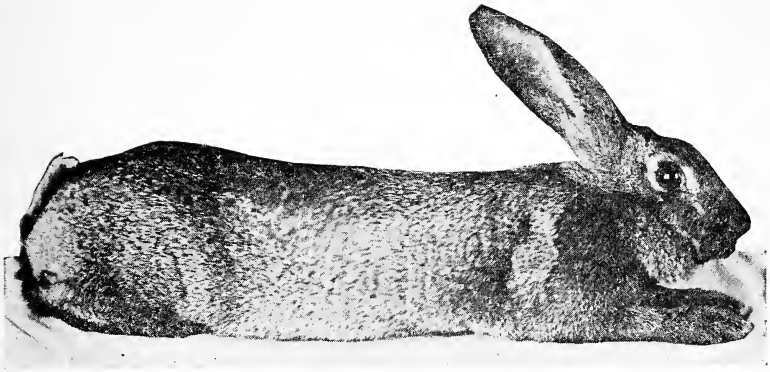
Never make the mistake of starting with poor stock without pedigrees. To succeed, get the best possible stock, pedigreed or registered, then you will have something to offer to your prospective customer.

RABBIT MEAT HAS NO EQUAL IN QUALITY ON AN EQUAL INVESTMENT

When it comes to the matter of meat production there is not a living animal that can compete with the rabbit. Here are some clear facts: Eight rabbits and their offspring will produce in one year 480 rabbits, making 3,080 pounds of meat. Fifty chickens will produce in one year 600 chickens making 2,400 pounds. Two pigs (sows) will produce in one year 32 pigs weighing in all 2,800 pounds. Six sheep will produce in one year 9 lambs weighing 800 pounds. One cow will produce in one year one calf weighing 300 pounds. So you see that as a meat producer the rabbit has no equal. This, mind you, is taking into consideration the meat production alone. Consider also that the feeding cost for the rabbits is much less than that of any of the other stock we have mentioned. And even this is not all. The rabbit meat contains 85 per cent digestive nutriment. This is the highest of any known meat.



A DOUBLE ROW OF OUR PORTABLE HUTCHES



Light Steel Gray Flemish Doe. Weighs 11 lbs. at 5 months.

FROM WHOM SHALL I BUY?

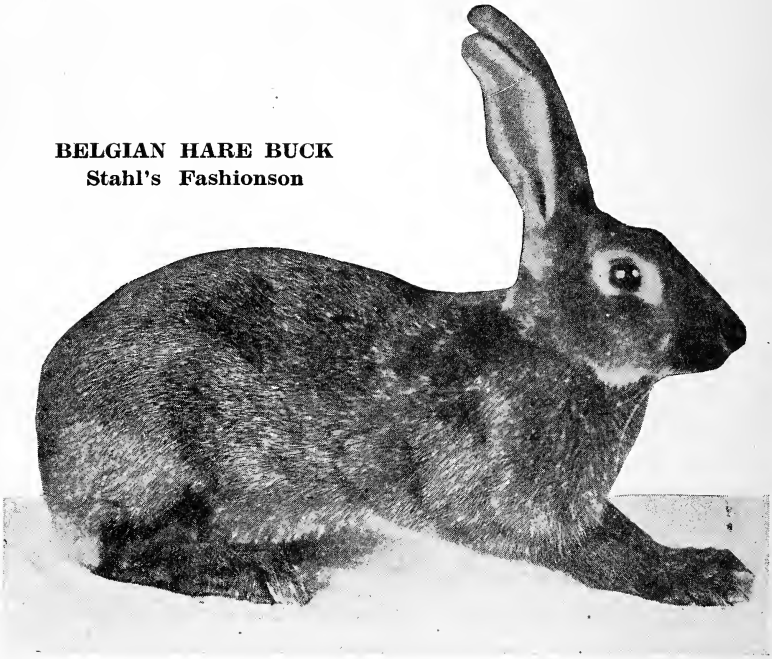
There are a number of breedders who offer first class stock, but there are others who offer a great deal, make any sort of a promise to make a sale, and then give as little as they can. You can not raise figs from thistles the good book says, and you can not raise good rabbits from scrubs. And no matter from whom you buy it is well to note if the breeder is a member in good standing of one or more of the associations that are formed for the promotion of the rabbit industry and for the protection of breeders. No matter how good one's bank reference may be, if he is not in high standing with the other breeders of the country you can rest assured there is a reason, and that reason may be that the quality of the stock sold or their methods of dealing have not been satisfactory.

We sell all Stahl Strain Stock on its merit. It must please you or it's no sale, and can be returned to be replaced or the money refunded.

We have three grades of stock, Pedigreed, Silver Certificate and Gold Certificate. The description of each is on our price list. You will also find the weights there of each different grade and breed, and no matter where you buy, insist that you know what the stock weighs according to grade and breed. If the weights are under those we give the stock is undersized and not worthy of your consideration. All our stock is up to standard in weight and over.

While we grade our stock in three grades, please remember that the price is according to quality, and that EVERY STAHL STRAIN RABBIT IS A GOOD RABBIT.

BELGIAN HARE BUCK
Stahl's Fashionson



BLEGIAN HARE STUD BUCKS—STAHL'S FASHIONSON
Winner at Syracuse as a Junior and winner of first at Kansas City, November, over America's Finest Senior Belgians. For color, length and type this is the finest buck we have ever owned. STUD SERVICE FEE $2.00.

OTHER BELGIAN HARE STUD BUCKS. ALL BIG WINNERS
Stahl's Royal Fashoda, Jiggers, Royal Rush, Royal Lad, Shebbear Duke, Stahl's President Davis, Stahl's Champion. All good producers. Stud fee $2.00.
ALL DOES 8 MONTHS AND OVER WILL BE BRED TO THESE BUCKS FREE.

THE FOUR LEADING BREEDS

are The Belgian Hare, The New Zealand Red, The Flemish Giant and The American Blue. All of them are wonderful rabbits for all around purposes. In fact they are about the only breeds that are practical from the standpoint of the production of Meat, Fur and Breeders. All are recognized as Standard Strains by all the rabbit and small stock organizations.

THE BELGIAN HARE

We mention the Belgian Hare first because it's the oldest breed and often called the old reliable, and it is a reliable breed in every sense of the word.

The true Rufus Red Belgian Hare is of a reddish brown color and weighs at maturity 7 to 8 pounds, and some of the heavier type

will weigh around 9 pounds when matured. The Standard is 8 pounds, but stock of the show room type seldom weighs over 7 pounds. This is because this variety of the rabbit is the "race horse" of the rabbit family and the best show specimens are racy and therefore not heavy although in the breeding pens they average 8 pounds.

The Rufus Red Belgian Hare is very hardy and very prolific. The better specimens have four red feet and a creamy belly. The true Rufus Red Belgian Hare will breed true to color and markings and produce youngsters the same shade as themselves. In good stock of this breed, like breeds like, unlike some whose ancestors are doubtful and who are likely to throw gray colored stock.

We guarantee our stock to be pure bred and of the best strains that can be produced. This is the breed we started with and Mr. Stahl has had extensive experience breeding them, has judged them and is well qualified to select you some that will not only be real producers but will do well in any show room.

The Belgian Hare yields a fine grained white meat that is highly nutritious and very nourishing, and every one who has tried this meat will want more. Rabbit meat can be cooked in a hundred different ways, is cheaper than any other meat, and we have already told you about the high authorities who vouch for its being the most nourishing of all meats.

We have a good number on hand and can fill orders promptly for all stock except bred does. These require a little longer to properly breed and test.

The Belgian has many good boosters. Many breeders have bred nothing else for years. They are also being boosted by the American Belgian Hare Club and by the Belgian Hare Federation of America.

THE NEW ZEALAND RED RABBIT

The New Zealand Red is a little larger than the Belgian. They are very hardy and fully as prolific as the Belgian Hare although not quite so well known. One of the handsomest of the rabbit family, combining beauty with usefulness.

The weight at maturity is 8 to 10 pounds, and at times the does go larger than that. The better specimens have rich dark orange red color more lustrous than yellow, yet not so gaudy as red. The New Zealand breeds true to color.

These rabbits are quiet by nature, hence take on flesh very rapidly. They make fine venison which is readily marketable at good prices, which will pay you well for your time and trouble

This rabbit is really one of the late breeds but in its few years of existence has made wonderful strides because it has many

friends, and in many large shows throughout the country more New Zealand Reds are shown than any other variety. It's purely an American breed and did not originate in New Zealand as some breeders make believe. It's really the only rabbit of the leading breeds purely American.

The fur of the New Zealand is rapidly coming in demand because of its color being similar to Red Fox.

NEW ZEALAND RED BUCK—STAHL'S OTAGO RED PRINCE
Winner at Buffalo, N. Y., and first at Kansas City, and Cup at Kansas City, Kan. STUD SERVICE FEE $2.50.

OTHER NEW ZEALAND BUCKS AT STUD. ALL BIG WINNERS
Otago Red Prince, Red Cloud, Prather Boy, Red Ace, Jr., Champion Apache, Stahl's Red Conqueror, Cromo. All good producers. Stud fee $2.50.
ALL DOES 8 MONTHS AND OVER WILL BE BRED TO THESE BUCKS FREE.

One of the main reasons for the popularity of this rabbit is the fact that the organization known as the American Federation of New Zealand Breeders are everlastingly boosting for them. Once a New Zealand breeder, always a New Zealand breeder.

We have on hand at all times a good number of these rabbits and can fill orders promptly for all stock except bred does, which require a little time to breed and test properly.

Our stock is as good as can be produced. We have raised the winners of many of the big shows. Some of these rabbits which were winners were shown by us, and some by our customers. We are always on the lookout for exceptionally good specimens, and we are always willing to pay a good price. Do not give hutch room to an inferior rabbit of any breed. It does not cost any more to raise the best and our stock is as good as can be had anywhere and prices reasonable when the high grade of the stock is considered.

THE FLEMISH GIANT

Just as the name implies, this breed is noted for its weight and large size and for its imposing appearance. The average weight is 12 pounds, although many reach 14 to 16 pounds at maturity and even more. The fewer young in the litter, the bigger they will grow.

In buying Giants it is more necessary than in buying other breeds to be sure to ask the seller the weight of the stock. We are sorry to say that some firms ship out stock that they call Giants that do not weigh as much as a Belgian Hare should. In fact we have seen some of the stock supposed to be breeders weigh less than 6 pounds. You can't be too careful. The buying of stock is the most important item when starting in the rabbit business. You can make money on good stock and you can throw it away on poor stock.

The Flemish Giant is Light Gray, Dark Gray, Steel Gray, Medium Gray, Sandy Gray and Black. Then there are the White and Blue Flemish also but these colors are rather rare and not extensively bred. We have them at times.

The Flemish Giant will not breed true to color. Parents of one color often produce young of the other colors. The light grays are usually the largest. Many times, however, weight and size are sacrificed for the darker Steel Gray color.

FLEMISH GIANT BUCK—STAHL'S MAJOR GRAY

Winner of first at Kansas City, 1920. Wonderful length, weight 16 lbs. at 10 months; large frame and bone and good color. STUD SERVICE FEE $3.00.

Major Gray, sire of the above buck, winner of first at Buffalo, N. Y., second at Kansas City; weight 14¾ lbs. STUD SERVICE FEE $3.00.

Other Flemish Giant Bucks: His Majesty, Big Boy, Stahl's Big Ben, Kansas Jack, Big Bob and others.

ALL DOES 8 MONTHS AND OVER WILL BE BRED TO THESE BUCKS FREE OF CHARGE.

The Flemish being very large is a large eater, but the food it consumes is coarser and cheaper and so it really costs very little more to feed them.

We have Giants that are really Giants and are from the best strains in the country. Many of our rabbits are from direct descendants of imported German stock. Our price for the class we put out is rather low. We give the correct weights on the price list. You know just what to expect and while we can fill orders promptly for stock up to the age of 6 months, it requires a little time to fill orders for breeders. The demand for good specimens is so great that we at times require three weeks to fill orders for bred and tested does.

The Flemish Giant has been made very popular by the organization known as the American Federation of Flemish Giant Breeders. Large shows are held every month in the year. These shows bring out the real Giants, and while we read at times about 18 and 20 pound rabbits, it's generally a different story when they are put on the scales. Mr. Stahl has judged them and says, "I prefer the 16-pound Giant in good condition over the 20-pound one that is hog fat and many times ruined as a breeder."

THE AMERICAN BLUE RABBIT

This rabbit is comparatively a new breed, said to have originated in California, but claimed by some to be an offspring from the European rabbit called Blue Vienna. This may be as it may, the main point is that it's really a wonderful rabbit. Its color is best described as dark slate blue resembling the Blue Fox.

American Blues are very prolific, many does producing litters of fifteen. In size they are the same as the New Zealand, but being a recent breed they do not wholly breed true to the dark blue color. Many specimens do, however, and the breeders of this wonderful rabbit, by selecting always the darkest and best colors will soon have them to breed all true blue. In fact we are now producing them that way. This rabbit is quiet by nature and immediately makes friends and becomes a favorite as soon as seen. Many breeders of other breeds who visit our farm leave an order for the American Blue.

This stock is as yet comparatively rare. This means that prices are high but to the man who gets good stock now we want to say that you will reap a profitable harvest because as this rabbit becomes popular the demand will grow and those who have good stock to offer will get good prices for them.

In breeding the American Blue you should try to get them as

near to true type as possible. In getting them too large they will look more like the Blue Flemish Giant. Their ears should not be overly large.

We have on hand at all times very nice specimens. These you will find listed under the Silver and Gold Certificate Stock. These are the correct color, weight, type, etc.

Those listed under Pedigreed Stock are those out of good blue stock but off color. We offer them reasonable in price to those who want to start with this breed but still do not care to pay the high price asked for the more perfect stock. These rabbits will throw 50 per cent or more of the dark blues and it will be only a short time, even in starting, that you will have from this grade some very good specimens.

Our stock originated from the best produced in California, and are as good as can be had anywhere.

If you are interested in this unique and particular breed we will be delighted to serve you in our Always Satisfactory Way.

This house contains 48 Breeding Does. All registered and the best in the land. All our breeders are registered.

YOU CAN RAISE RABBITS ANYWHERE

The four breeds of rabbits that we have mentioned can be raised anywhere. Hot or cold climate won't affect them. Winter or summer, it makes no difference, they will breed the year round.

They are easily raised in the city as well as in small towns and in the country. In fact we would like to see the day that the rabbit will be raised in every home for meat and fur purposes especially. It is just as important to raise domesticated rabbits for the table as it is for the farmer and stockman to raise cattle and hogs for meat purposes. Why pay out money to some one

else to eat his meat when you can raise the most desirable known meat for your own table for a few cents a pound?

Then while we are now doing your share, supplying the many with breeding stock, you by starting now, can get in on a share of it and it means real profits and money in your pockets.

DESCRIPTION OF OUR STOCK

We grade our stock very carefully and have them known as Pedigreed, Silver Certificate and Gold Certificate Stock. The difference is explained in the following paragraphs, under the headings of the different grades.

STAHL'S PEDIGREED STOCK

Stahl's Pedigreed stock are known by the letter P tattooed in the left ear. This grade is selected from the same strains, and in many cases from the same litters as our better grade. These are what we call third grade of really good stock. They will show up well with most pedigreed stock sold today. We select closely, and only experts at times can tell these rabbits from the better grades.

Now this stock will in many cases produce stock as good as can be obtained from our better grades. Do not think because we offer them cheap that they are cheap rabbits. They are good rabbits, the same as any Stahl Strain rabbit is a good rabbit, and are sold at a low price and placed in this grade because they may be slightly under weight, may carry their tails to one side, be slightly off color or slightly out of condition, but in no case are they so much so that it is noticeable to any except those who know rabbits. Under no condition will we ship stock with lop ears, white spots or out of condition.

We recommend this grade for those who want to raise for commercial purposes and for those who want to build up a good strain. This stock, with the best strains in the country back of it, will do this for you. You can see further description of this grade of stock, note their weights according to age in our price list. You will note that their weights compare favorably with the weight of any stock that you may be offered.

For a cheap rabbit and a good rabbit these can't be beat. A pedigree showing three generations of ancestors is supplied free with each rabbit.

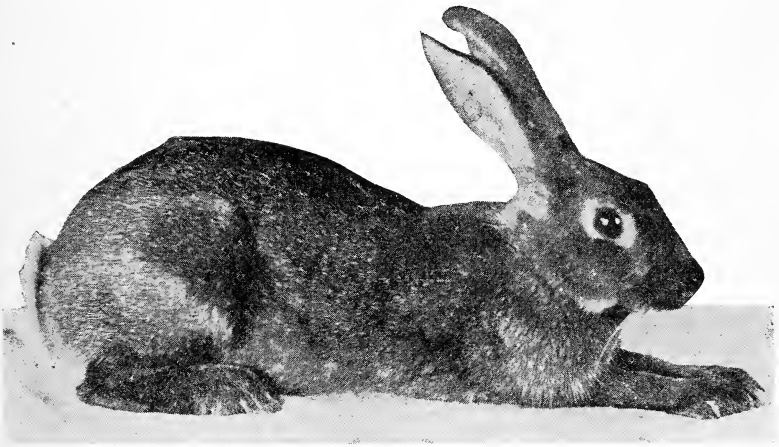
STAHL'S "SILVER CERTIFICATE" STOCK

This stock is from the same breeding as our Gold Certificate Stock, being raised from practically the same stock. They are known by the letter S tattooed in the left ear. By very careful

judging we figure this grade to be a little less desirable than the Gold Grade, but so near like them are they that a novice really cannot tell the difference. This stock you will note by their weights on the price list is about even with the standards set by the American Rabbit Breeders' Associations.

It is free from all disqualifications and can be registered if you so desire, by paying the registration fee and for the trouble of registration and of getting the certificate. This amounts to $2.00 for each rabbit.

This Silver stock is selected in this way: We take a litter that would perhaps all look alike to you but to an expert rabbit man judging them there will doubtless be one in the lot which will be better. This he will pick out for the Gold Grade, and the others will be rated as Silver Certificate Stock. And they are the same strain of rabbits, in fact full brothers and sisters to the one select rabbit.



BELGIAN HARE BUCK

Heavyweight type, "MEANS BUSINESS."..Color and size producer.

We recommend this stock for those who want to produce something good to sell as breeders, and for show purposes. We sell more of this grade than of the two other grades put together because it's stock that is very high in class and thus very popular. Get some of this grade and you can well be proud of possessing a real rabbit.

A Three Generation Silver Bordered Pedigree is supplied with each rabbit. We also supply the registration certificate if you order this stock registered.

STAHL'S "GOLD CERTIFICATE" STOCK

The Gold Certificate Stock are known by the letter G being tattooed in the left ear and by the registration number in the right ear, and is the stock for the person who wants nothing but the very best, and as explained under the paragraph on Silver Certificate stock, is the one selected best of a litter. When you get this stock you are safe in saying that you have the very best—the elite of the rabbit family in its particular breed.

These rabbits are always picked by our Mr. Stahl, who you are aware knows rabbits, who picks all our winners for the shows, and who boasts 103 prizes taken with 105 rabbits at American leading shows in one year.

This Gold Stock is really out of the ordinary, up to all standard qualifications, and up to and over Standard Weight. Note price list. Never make the mistake of buying stock unless you know the weights they are to be. If you don't do this you may get stock much under weight.

This stock as well as our other grades is fully guaranteed. It is fit to go into any show room and give a good account of itself Our customers who are winning with our stock don't always buy this grade, however. Many of them win with the two other grades which carries out our boast that every Stahl strain rabbit is a good rabbit.

We supply a four-generation gold bordered pedigree with every rabbit of this grade, as well as a registration certificate supplied by the National Association. There is no extra cost for this in this grade, as all stock is registered. As far as we now know this is the Supreme thing, the last word in rabbits.

OF IMPORTANCE TO REMEMBER

From the above description you will observe that we know what we are talking about. That we know a good rabbit when we see one and that we give you big value in any grade that you may choose.

When you buy from us you get a rabbit that is a rabbit, a 100 per cent rabbit of that particular breed with satisfaction guaranteed or mony refunded.

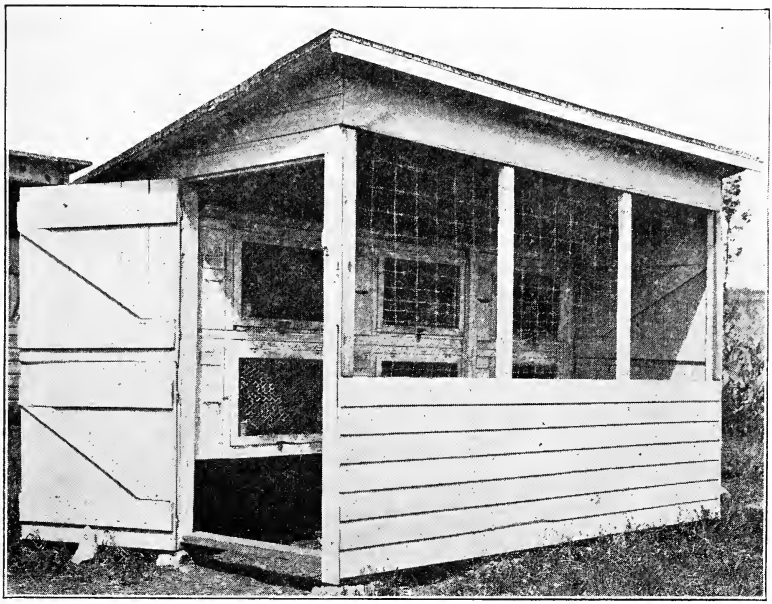
PRICES OF STOCK

Compare our prices with those of others who offer you stock. Be sure that you compare them in weight and quality for their age, and when you have done this and are convinced that our prices are fair and reasonable, then we want you to order from us.

Beware of cheap stock. Good stock need not be sold cheap. Do not buy stock without a pedigree at any price.

FUR IN DEMAND

We handle the four leading breeds of rabbits the fur of which is in demand at all times. These skins are being used for imitations of the more expensive furs. You will read more about this later in this book.



AN IDEAL SMALL RABBITRY
We have several of these housing stud bucks.

MR. STAHL SAYS:

I Have Made a Success in the Rabbit Business and So Can You if You Follow the Tried and True Methods I have.

SOME PERSONAL DETAILS

Of course you would like to know with whom you are dealing, so I am sure you will agree that it is opportune for me to give you a little of my personal history leading up to the success I have had in the rabbit business. I used to be a chap who tried everything, so of course when I saw rabbits advertised some years ago I had to answer the ad as I had answered hundreds of others. Being ambitious, I was looking for the right opportunity to present itself, and it was only a short time until I knew that rabbits were the real opportunity that I had been looking for.

After raising rabbits a few months, I began to see that I had stumbled into a good thing. The main thing that impressed me was the fact that these rabbits multiplied very fast and that there was a big profit in raising them. Another fact presented itself and it was that the better the stock the better the demand and the price. By placing a few small advertisements I sold a lot of stock. I increased my advertising and business increased by leaps and bounds until now I have at Holmes Park, Mo., one of the largest and best rabbitries in America, housing stock that is second to none. And while I do not attempt to compete with any one in price, none compete with us in quality.

When I first started I got hold of all the books on the subject possible. Then there were very few that were good. Some were old and worn out but many were rich with knowledge, and from this teaching, and from the experience gained in actually raising rabbits by the thousands, I have now compiled several books of which tens of thousands have been sold, teaching others the ins and outs of the rabbit industry and helping them succeed In the raising of rabbits nothing is more important than a good book that teaches the main principles.

Nothing but the best stock available no matter what the price, was what I went after. I experimented to improve and create a strain that would make a name for itself and finally perfected what is known as the Stahl Strain of rabbit, which you see so often advertised and winning for customers in nearly all shows held in this country as well as in Canada.

I help my customers to succeed. I give you the benefit of my experience and take delight in taking a personal interest in you. I select your stock and advise you on anything you may ask about. My methods helped me to succeed and they will help you to success also.

It is all wrong to think that you must invest a lot of money to start in the rabbit business. This is not the case. I started with five and built up the largest rabbit business in the world, and no matter how small you start, you can grow just as big as you like.

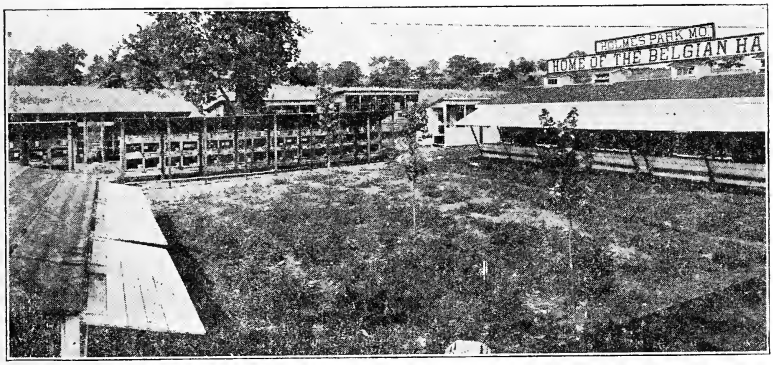
Not only have I built up the largest rabbit business in America, but I have also started and still publish the largest rabbit and small stock magazine in this country, known as Outdoor Enterprizes. From the very start I had seen that a magazine of this nature would do great good for the rabbit industry, and it has. It has created a vast lot of publicity and is one of the big factors in creating a tremendous demand for rabbits. If you have never seen a copy of this publication we will gladly send it to you Twelve big issues a year will cost you only 50 cents.

I STARTED "OUTDOOR ENTERPRISES"

This very instructive magazine was started by me to help rabbit breeders make more money and raise better rabbits. When it was first started it astounded every one with its high grade appearance and the remarkable grade of its contents. This standard has been maintained for more than six years, and it is considered by many who know as the finest and most instructive medium of its kind published. It's a leader in its field and a winner in its class. It's the rabbit breeder's friend and standby.

THE BUY BACK PLAN

The so-called Buy Back plan was started by me years ago. It was and is still a good thing for the rabbit industry. And while the Buy Back offer is all right if carried out in a reasonable way, it has been much abused. Unscrupulous people have promoted it and in many cases offered so much for stock raised that it was impossible for them to pay it. Their main object seemed to be to sell stock, and they did not let the fact that they had promised to buy back what the customer raised worry them. Consequently most of them are now out of business, which is a mighty good thing for the rabbit industry. A Buy Back offer that can be car-



A PARTIAL VIEW OF OUR RABBITRIES

ried out in a reasonable way is valuable both to the buyer and the seller.

We want at this time a number of breeders to help us supply our great demand for stock. We are therefore making you a very attractive proposition, one that we can live up to. We supply you standard bred pedigreed or registered stock, the only kind of stock

that any one should start with, and we hope that you may take advantage of our offer in the near future.

Those who know me best know that I make no promises that I can not fulfill. What I tell you I will do, I do. One of my mottoes is a square deal all around. That is why I am in business today and will be in business for years to come. I want to see every one of my customers succeed, and I want to advise and help them all I can. I want to sell you stock. Read the Market Agreement. This is a reasonable agreement. It gives you a market for the stock that you raise. A profitable market. And while we do not offer you big prices, we offer you all possible and as much as any one can safely offer you. This is only one of the ways I help you.

HOW I CAN HELP YOU

I help you by selling you the finest rabbits that can be had anywhere, of the finest pedigreed and registered strains of stock that is of the same blood as those that have won for us time and again in the strongest competition.

I help you by supplying you with books and instructions and personal advice on any problem that you may ask me about. My services are at your beck and call at all times.

I help you by shipping you stock that will mean success. Our company are breeders and raisers of stock and do not do a brokerage business, buying up culls and selling them to you without pedigrees, or without a sight of their ancestors. Many of these rabbit brokers in many cases do not see or handle the stock they offer customers.

There is only one right way to start and that is with good pedigreed or registered stock.

The rabbit business is a real business that pays real profits. The more time you give to it the more stock you can raise and the more money you can make.

"PROVE ALL THINGS. HOLD FAST TO THAT WHICH IS GOOD." WHEN YOU PROVE THE RABBIT BUSINESS YOU'LL SURE STICK TO IT. THE BUSINESS IS A WINNER—FOR YOU AS WELL AS FOR OTHERS. START NOW.

Successfully yours,

EDW. H. STAHL.

THE BREEDING AND CARE OF RABBITS

A Few Suggestions and Plenary Instructions

START RIGHT

Starting right spells success. What is meant by starting right is to first get good stock. Thoroughbred Pedigreed stock. Breed and raise them right and they will grow into money.

The buying of stock is the first actual move, and a move in the right direction is always best. So it will be well to know from whom you are buying and the grade of stock raised and under what conditions it is raised. Convince yourself as to the reliability of the breeder of whom you buy, then tell him just what you want and you will get it. We have explained to you how we grade our stock into Pedigreed, Silver Certificate and Gold Certificate stock, charging according to grading fairly, and you get just what you pay for.

THE RIGHT TIME TO START

There is no good season or poor season to start in the rabbit business. Rabbits breed the year round and you can start any time that you may wish. If you buy stock 8 months old or older you can breed them or have them bred by the seller and in one month your increase will start. When you buy stock younger than 8 months you can not breed them until they are 8 months and in this way your start will be slower.

PRICES TO PAY

Some rabbits are high at any price. Rabbits without pedigrees are worth just what they will bring for meat and fur and no more. There is no demand for them as breeders. The big demand is for pedigreed stock, therefore it would be unwise to start with stock without pedigrees although they may be cheap. Quality and price go hand in hand with all live stock, and rabbits are no exception.

When you are ready to buy stock you should feel convinced that the price is right. With Stahl strain stock you are assured of the right kind of deal. He knows the value of a rabbit at a glance and will give you big value for the money that you pay. A fair price is all that you are asked to pay for a quality animal.

WHERE TO RAISE

Whether you are a resident of city, small town or farm you can raise rabbits. You can raise them on a small or on a large scale. You must decide that. You will succeed if you follow the proper teachings, no matter where you are located. The cost of housing is very small. Well constructed hutches can be built from good sized dry goods boxes, so you can note that the rabbit

business offers unlimited opportunity with very little investment besides the cost of the stock itself. A back yard, a loft, an attic, a dry cellar, any outbuilding can be quickly and easily prepared to start operations.

TIME REQUIRED FOR CARE

The little time required to care for stock even in the very best way will hardly be missed from your other occupation, so you need not fear that the raising of rabbits will take too much of your time so that you will not consider starting in the business. Let me assure you that you will get both pleasure and profit from this enterprise.

HOW MANY TO START WITH

Presuming that you wish to start in a small way, start with a trio or with three does and one buck. Or perhaps with two trios each from a different strain. Buy breeders, if possible. and have the does bred to a prize winning buck, if possible, before shipping We can breed any does that you may purchase from us to such bucks, and will not charge you a cent for this service. Note the names of our studs, and when you order does tell us what bucks you would like to have them bred to, or leave it up to us and we will do the rest.

By buying two or more breeding does, and having them bred before shipping you will have a good start as in this way, about two or three weeks after you receive the stock the young will arrive, and you will have a very nice start. Many buy only one bred doe rather than a pair of younger ones so as to go to raising them in a shorter time.

FEEDING

This is a simple matter. A rabbit will eat anything that a sheep or cow will eat. Alfalfa or clover hay, oats, corn, wheat, bran, shorts, barley, cabbage, lettuce, turnips, carrots, beets, etc. Then they relish dandelion, wild lettuce, radish and carrot tops, milkweed, plantain leaves, celery tops and lots of other stuff that can be gotten for the gathering at little or no cost. You can thus see how inexpensive it really is to raise rabbits, and how easy it will be for you to start in a business that is owned and controlled by yourself.

BREEDING

Thirty days after the doe is bred she will present you with a litter of youngsters which will be one of the most surprising "Bits of Life" that you have ever witnessed. There will be from five to thirteen little fellows and there is a point to note. If you want to raise really good stock this is the point: Do not let the

mother doe raise more than six or eight at the outside. Unless you have a nurse doe provided, it is well to destroy all over six to eight. By doing this, those you will raise will more than make up for the ones you might have to kill.

Never breed a doe under 8 months old. Some may be willing to sell you stock under that age and advocate breeding under that age. This is because they care very little whether you raise good stock or not. A rabbit is not fully developed until 8 months old and to breed her younger would be a great mistake.

When you wish to breed a doe, always take her to the buck's hutch. If she is willing she will accept service at once. If she is not desirous of accepting she will go into a corner and more than likely make a whining noise. In this case remove her and try her again the next day, and so on until she accepts service. Seldom do they go more than from three to five days without breeding, and mostly always you will succeed the first day.

Do not make the mistake so many do turning does and bucks together. Does may be kept together until bred, but then they should be put in a pen by themselves where they are to raise their family.

Six weeks after the young are born they are ready to be weaned and the doe may be bred again. In fact you can breed a doe five times a year. But four litters a year is right. You want to raise good stock and that is why we instruct you that way in the books that we supply when you order your stock.

CARING FOR THE YOUNG

If it were possible for all of our customers to visit our farm and rabbitries, and see how we manage from the actual breeding of the does to the birth of the young and through their growth to maturity, you would certainly all of you learn something to your advantage. As you can not all do this we do the next best thing by writing the instructions in brief first, so you will be able to form an idea as to the successful breeding of rabbits, and we finish your education later with our larger books.

AVOID INBREEDING

Some breeders, and especially beginners, go ahead in a haphazard way of breeding. They breed brother to sister, father to daughter, etc. This is wrong and should not be practiced as it tends to lower the vitality of the stock. So always get stock that is unrelated. We can supply this kind of stock. No matter if you ordered as many as ten rabbits we could give you each one of a separate strain. In filling our orders we always ship pairs or trios or more if you order them, of different strains so that there is no chance for inbreeding.

After rabbits reach the age of three months, the young bucks should be separated from the does. After the bucks are four months old they should be separated from each other, but the does of this age may be housed together until bred. Our books teach you how to raise your stock successfully. This is the only way. "I can always write clearly about our experiences," says Mr. Stahl, "and that is why I have written several books on the breeding and care of rabbits to give you the benefit of my own experience in my own words, to make easier your success and to assist you in raising the kind of stock you will be proud to possess." Mr. Stahl fills all our orders and he will tell you

THERE IS A BIG DEMAND FOR GOOD STOCK

Let him talk. "I've had the experience in the rabbit business to know that the demand for good stock is greater than the supply. Hundreds of people throughout the country are in the market for good breeding stock. They want that which is really good and do not want poor stock at any price. They realize that this is a business proposition pure and simple. They know that good stock can be as easily cared for as poor stock, and cost no more to house and feed, so why take chances? The best is cheapest in the end every time. There is no getting away from it."

There are three mighty good ways to dispose of your stock and we will tell them to you in our large folder, "CASHING IN ON HARES." This we give without cost to all customers.

The rabbit business is still in its infancy and those who start now will reap the large rewards that the beginners and pioneers always reap, being in on the ground floor. The rabbit business is a solid one. The fact that you are reading this book is evident that you are interested and we know that sooner or later you are going to give the rabbit a trial and a chance to make good for you as it has done for us and for thousands of others.

OUR ADVICE AND SERVICE AT YOUR DISPOSAL

Realizing that our customers at some time or another have certain features of their business on which they desire particular advice, maybe in starting a business of their own selling rabbits by mail or in some other way, we can help you here by having our expert prepare printed matter that will bring you sales.

If, now, or at any time you need advice along that line you can have it for the asking. Ask us about any little detail of your problems, no matter what kind of a venture you are about to launch. THIS SERVICE IS ABSOLUTELY FREE TO YOU. To the wide awake, energetic person the rabbit business offers A WONDERFUL OPPORTUNITY to make money. Why not try it?

THE VALUE OF THE PEDIGREE

The chief value of having the ancestry of your rabbits for three or four generations made out in neat form is to show and prove their origin, and where you have a number of rabbits and all pedigrees it forms a valuable record and history of the wisdom of mating certain rabbits. For instance, the weight and color are sometimes given and there are thus secrets between the lines for him who knows his pedigrees and his rabbits, which is one of the most interesting things about raising rabbits, or any stock.

Do not think for one moment that most of our customers do not realize this value. We sure have one busy time getting all the pedigrees out fast enough to them, and while a pedigree made out with names of animals that are not well known has a certain value, pedigrees showing the names of such well known winners as Stahl's Champion, Jiggers, Major Gray, Otago, Red Prince, Major Domo, Red Fox, Gilmore's Wonder, Over the Top, Panama Girl, Noble Hunter and many other big winners are of great value, and the ancestors of our stock are just such as we above mention.

FILLING ORDERS

As we have told you elsewhere, Mr. Stahl fills your orders. He says: "Not a single rabbit is shipped unless personally inspected by me. Nothing but full weight and honest value passes this inspection."

We fill cash orders in rotation as received and can ship promptly in nearly ever case. If we can not we will write and tell you why. Better a little delay than inferior stock. Remember we do not sell merchandise which can be turned out as from a factory.

We supply a roomy crate, light and large enough. We put in feed enough for the trip and there can be no reason why the rabbit should not reach you in good condition no matter where you live. We have shipped stock to every state, to Mexico, Cuba, New Foundland, Hawaii and Canada in perfect safety.

However, should your stock not arrive safely have your express or freight agent make a note of this condition on your receipt and send this to us and we will replace dead or crippled animals without charge.

We are known the country over to rabbit men as rabbit men. This assures you that you will get your money's worth, value running over and pressed down, and last but not least, it is a sure hit selling point to have "Stahl Strain Stock."

PROFITABLE GUINEA PIGS

Part II

Instructions How to Successfully and Profitably Raise Guinea Pigs

To the man or woman, boy or girl who wishes to engage in a business that will turn the back yard, the cellar, a shed or an empty room into a permanent business with a very small investment of time or money, there are very few animals more economically raised than Guinea Pigs. Not only do these little animals breed in great numbers but the cost of production is very small. Especially is this true in summer when a good number of them can be raised on all kinds of green foods that grow abundantly everywhere, such as dandelion, plantain, wild lettuce, clover, carrots, lawn clippings, etc.

The demand for Guinea Pigs is always big. They are easily sold to hospitals, doctors, laboratories, pet stock stores and pet stock dealers. (We supply names of these dealers to our customers.) Generally the lower grades are sold for experimental purposes to the institutions we mention. The better specimens command a better price for breeding purposes. It's a fascinating business that is not overworked. A business for you that will please you and make money for you.

THE OPPORTUNITY FOR YOU

No matter what your profession may be you will find your life more complete and broader if you busy yourself and rest your mind in the care of these clean little animals. Many thoughtful parents give their children the chance to take care of Guinea Pigs. It interests them and it is profitable to them. It educates them by giving them the opportunity to study the habits and character of these useful little animals. Also early business training can be gained this way.

SELECTING STOCK

In raising any kind of stock it's essential that good judgment be used in selecting breeders. Poor Guinea Pigs do not pay any more than will poor cows or hogs or other live stock. You get the best obtainable when you get some of our stock, and while we do not sell show room animals at the prices quoted, it is a fact that many of our customers show our pigs and win with them in the strongest competition, while our own show winnings are recorded at Kansas City, Colorado Springs, St. Louis, Chicago and in other cities where large shows are held. This is the grade of stock that will give a good account of itself in your breeding pens and in the show room.

We have sold Guinea Pigs and Rabbits for more than eight years. We have thousands of pleased customers all over America, so why take chances with some unreliable concern? We have succeeded, and our stock will help you to succeed. There is a market for all the stock you can raise. We show you this market by sending you a list of names of those who buy Guinea Pigs the year round, and in many cases our customers can ship

to us, as we are always glad to buy stock raised from our stock, and would be pleased to have customers give us the first chance.

HOUSING GUINEA PIGS

No expensive buildings are necessary to raise Guinea Pigs. Small boxes are all that are required, and a very fine pen can be made by laying a box on its side and hanging a door on the opening. A box with six square feet of floor space will house six females and one male, which makes a very good start. As your herd increases, other similar pens can be built. All hutches should be uniform so they can be stacked one on top of the other in your shed, cellar, attic, barn or other place you may have. One of our customers raised hundreds of Guinea Pigs under his porch.

Guinea Pigs do not bite or scratch and are easily handled. During warm weather they can be put out on the grass in wire pens and they will require no other care. Of course they should not be allowed to get wet, so it's better to put them into some kind of shelter during the night.

Taking it one and all, the Guinea Pig is the animal for those who can not raise any other kind of stock. It may be that you live in a city where your space is very limited. Here you can raise Guinea Pigs as well as in the country where there is more space. In fact you can raise these little animals any place where you can put a box three feet square.

Think this over, the hours and days pass. Opportunity knocks. Will you admit her or will you let her knock but once and return no more? It's up to you to make a little spare room make you a continuous profit.

FEEDING GUINEA PIGS

There are very few things that a Guinea Pig will not eat in the vegetarian line. They will eat anything green as we have explained. They also like grain as oats, barley, wheat, corn, also alfalfa, clover or prairie hay is good for bedding, and they will also eat it. As they clean it up more should be put in their hutch. Also a water crock with water should be before them at all times. A salt health spool should be in each pen also. It promotes health.

It's not necessary that you feed Guinea Pigs grain. Many are raised on nothing but lawn clippings, so you can easily see that from early spring to late fall the cost of raising Guinea Pigs is practically nothing, and the money you receive for them is all clear profit. It's more profitable to raise these animals than squabs or chickens.

BREEDING GUINEA PIGS

Guinea Pigs are bred when very young, and are very profitable, one female raising 12 to 20 a year. The period of gestation is 65 to 70 days. Three to five to a litter is the general average. They have their eyes open when born and at once scamper about the pen and are very active, grow fast, and are ready to breed when about three months old. One male can be kept to a pen of eight females, but it is better to have one male and five females in a pen. Leave them together until the females show that they are with young, then remove the male and allow the females to remain in the pen together until they raise their families. We supply a book to each customer that takes up the breeding question in all its branches, and which contains other information about the raising and care of Guinea Pigs.

PROFITS IN GUINEA PIGS

Guinea Pigs sold to laboratories bring from 50 cents for the smaller ones up to $1.35 and more for the large ones. A female raising 12 to 20 a year means that each female you have will bring you from $8.00 to $13.50 a year for the young she will produce, and when you figure that it costs practically nothing to raise them you can see nothing but a large profit on

your investment. Now let us go a little further and say that you have 10 females, they would bring you from $80 to $130.00 a year. A hundred females would bring you $800.00 to $1,300.00 a year. And remember we are figuring the price that laboratories will pay for them. On the other hand, suppose you sell them to others as breeders, which is easily done at bigger prices, and your income would be greatly increased

START NOW

As Guinea Pigs are in such great demand, millions being used for experimental purposes, we would urge that you start as soon as possible. Pick up a copy of Outdoor Enterprises or any other Pet Stock publication and you will see advertisements of CAVIES WANTED, or GUINEA PIGS WANTED. Cavies and Guinea Pigs are the same thing. Does not this indicate that there is a great demand for this animal? It's true that you do not see so many of them advertised for sale. What is the reason? There are many breeders who are content supplying those firms who are advertising for them, and so do not have to advertise them for sale.

LET US HELP YOU TO SUCCEED

We have helped many on the road to success in the Guinea Pig business. We want to help you to succeed. We want you to consider the stock we have to offer, feeling sure that it's the kind of stock that will mean success to you. Raise Guinea Pigs by themselves, or in connection with rabbits, and you will find both exceedingly profitable. If you have passed up other live stock enterprises on account of the expense of starting the business, you need not pass up Guinea Pigs, as the cost to start is very small indeed.

A MARKET FOR YOUR STOCK

Here we can greatly help you. When you have stock to sell write to us. We will at once reply and tell you whether we can use your stock, and send you a list of 100 Hospitals, Laboratories, Doctors, Pet Stock Stores, and other concerns who want to buy Guinea Pigs. This list is brought up to date from time to time. One is sent you with your pigs. Another is sent you when you have pigs to sell.

TESTIMONIALS

We have hundreds of testimonials from all parts of the country from customers who have raised cavies from our stock for years. These have been printed on a circular and will be mailed to any one on request.

FREE BOOK
THE RAISING AND CARE OF GUINEA PIGS

Build a Profitable Guinea Pig Business

THIS BOOK—THE RAISING AND CARE OF GUINEA PIGS—WILL SHOW YOU HOW

BY A. C. SMITH

You know A. C. Smith. If you do not we assure you that he is known as an expert to many. His book is complete in itself. The whole subject of the Guinea Pig Business being treated in a simple, direct and easily understood manner.

With this little book to guide you and to refer to, read first in a general way and then many times again when you have advanced from theory to practice, and some particular point comes up on which you want the authority of a man who knows every side of the business and who has been successful in a large way.

YOU WILL FIND IN THIS BOOK

Something about the Origin of the Guinea Pig or Cavy. The Varieties, the Kind to Raise, the Uses, Food, Feeding, Houses, Hutches or Pens, Heat, Breeding, Line Breeding, exhibiting, Judging, Colors, Plain and Fancy Breeds, Selling, Shipping, Care, Curing of their Ills, General Instructions and something about Profits and Selection of Stock. A very complete treatment of the subject as you see.

PRICE 50 Cents, Postpaid

GET THIS BOOK FREE

With each order of Guinea Pigs we will send you a copy of the above book; if you order the book first we will include a 50-cent coupon which we will accept as cash on your order later, thus giving you this book free of cost.

PRICE LIST OF GUINEA PIGS

YOUNG BREEDERS

These are pigs that have never been bred but are just starting to breed.

1 male	$ 1.25
1 female	2.25
1 male, 1 female	3.50
1 male, 2 females	5.75
1 male, 4 females	9.75
2 males, 6 females	14.75
2 males, 8 females	18.75
3 males, 12 females	27.75
5 males, 20 females	38.75
9 males, 45 females	90.00

OLD BREEDERS

These are pigs that have had a litter and are proven mothers.

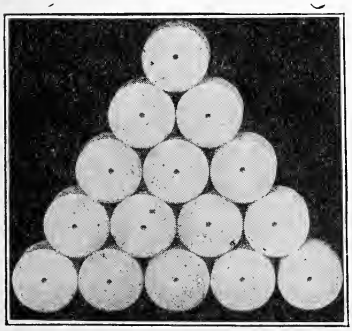
1 male	$ 1.50
1 female	3.00
1 male, 1 female	4.50
1 male, 2 females	7.25
1 male, 4 females	12.50
2 males, 6 females	18.75
2 males, 8 females	24.00
3 males, 12 females	33.00
5 males, 20 females	50.00
9 males, 45 females	100.00

Quotations in larger quantities on request.

RABBITRY AND CAVIARY SUPPLIES

No rabbitry or caviary is complete without labor and feed saving supplies. We list a few of the most important items essential to the health of your stock and the appearance of your hutches... All our goods are of the highest grade and guaranteed to give you satisfaction or money refunded. We issue a large catalogue of these supplies that we will be glad to send you providing you have rabbits or cavies. If you have neither of these kinds of stock this book would not interest you. Please do not ask us to send it unless you have stock.

SALT AND HEALTH SPOOLS



Health is wealth. Keep salt in some form always before your stock. Salt is a necessary part of the food of animals. Wild animals often obtain it from salt licks or springs. The animal in captivity MUST ALSO HAVE SALT if you wish to raise the stock and keep it in healthy condition.

The best way to feed salt to rabbits, cavies and other small stock is by the SALT SPOOL method. These spools are made so they can be nailed to the side of the hutch, and it's the only salt spool made that will not be affected by damp or wet weather. It is pressed very hard under hydraulic pressure, which makes each spool last a long time. Guaranteed to give satisfaction. Your stock must have salt. Feed it the spool way.

Price $1.00 Dozen, Postpaid.

TONIC AND REGULATOR—BIGGER STOCK AT LESS EXPENSE

This Tonic and Regulator makes Rabbits, Cavies and other small animals grow, it builds bone and muscle, aids digestion, increases milk flow on mother females, therefore producing healthy, wholesome stock, thus increasing your profits as you will produce bigger and better stock at less expense.

This Tonic and Regulator is made up entirely of bone and tissue-building and milk-producing properties scientifically and carefully compounded. One of the best on the market. **Package 250 Feeds $1.00, postpaid.**

GRAIN AND WATER CROCKS

They save feed and breakage, therefore save you money. No more wasted grain, no more wet floors, as these crocks are made extra heavy. They will pay for themselves in a short time by the feed they save. Besides being impossible to upset they are so made that the grain cannot be scratched out. They may be used equally well for water. They improve the appearance of the hutch and the first cost is the last cost.

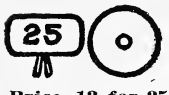
CROCKS ARE SHIPPED BY FREIGHT
Half Dozen $1.75; Dozen $3.25, F. O. B. Here

FEED RACKS

These save half the cost of your hay, and money saved in feed is money earned. Use this hay rack, and your stock will have their hay off the floor where it is readily accessible to the stock at all times. It insures clean, pure hay. A regular top notch feed rack, made entirely of heavy tinner wire, rust proof, easily attached with screws or nails. Besides being a great feed saver it makes your hutch appear real businesslike and neat.

Price 40 Cents each, Postpaid. Dozen by express $4.15.

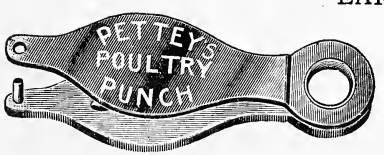
ALUMINUM EAR TAGS



This is a way of identifying the individual rabbit or other small animal. You can keep a record of your stock by use of these tags as they are consecutively numbered. A hole is punched into the ear of the animal, the tag is then inserted and clasped onto a washer and all is done. So simple. So easy.

Price, 12 for 25 cents; 25 for 50 cents; 50 for 75 cents; 100 for $1.35, Postpaid.
Numbered from 1 to 2, 13 to 25, 26 to 50, 51 to 75, 76 to 100.

EAR PUNCH



Used in connection with the ear tags. A "just right size" hole is made instantaneously by means of this punch. You then insert the tag, place it over the washer and all is done almost in a moment of time. Can be attached to your key ring.

Price 25 cents, Postpaid.

BREEDING RECORD CARDS

A handy and useful thing in raising rabbits. Shows name of animal. what buck the doe is bred by, date of birth of young, number of young, number of each sex, etc. Keep a record of your breeding does with these cards.

STOCK RECORD CARDS

These cards are used on pens of young stock. If used in connection with ear tags, any rabbit can be picked out of a lot and its exact age and breeding ascertained. In this way a number of litters can be kept in one pen and correct record kept.

PRICE POSTPAID

12 for 15 cents. 50 for 40 cents. 100 for 75 cents.

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A 32-Page Supply Catalog Free to Stock Breeders Only

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Volume No. I

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A book that is a marvelous work. It teaches the rabbit business in all its branches, even to the smallest detail of answering inquiries for stock, stationery, advertising costs and profits. Describes and illustrates all breeds of rabbits and their habits. It is endorsed by the leading breeders and fanciers.

NEVER BEFORE HAS A BOOK BEEN WRITTEN OF MORE IMPORTANCE TO THE RABBIT BREEDER

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BRIEF REVIEW OF CONTENTS

Successful beginning, Housing, Feeds and Feeding, Breeding, Photographs and descriptions of different breeds, Rabbitry Management, Efficient Business Methods, Advertising, Stationery, Handling , Inquiries and Answers, Repeat Orders, Filling Orders, Cost and Profit, Records, Bookkeeping System for the Rabbitry, Store Keeping, Hutch Records, Pedigreeing, the Rabbit Mail Order Business, the Rabbit Meat Business, the Rabbit Fur Business, Diseases, Remedies, Prevention and Cure of same, and in fact, no matter what you wish to know about the rabbit business, this great book will explain it to you.

Beatifully Illustrated with Photographs of America's Finest Stocks of All Breeds. Also Showing How Different Types of Hutches Are Constructed

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COMMERCIAL RABBIT FARMING

Complete Breeders' Guide

This is a complete breeder's guide, a plain talk by a big rabbit man. Unlike other books on the subject, COMMERCIAL RABBIT FARMING deals only with those breeds that are best adapted for meat and fur purposes, explains best breeds, and how the business is commercialized, giving the experience of those who have made it pay in a commercial way.

Put your rabbitry on a paying foundation right from the start by starting right. Follow the teachings of men who have succeeded. Commercial Rabbit Farming has helped many and it will help you.

DO YOU KNOW

To operate a business in Commercial Rabbits is very interesting and most profitable either in your spare time or full time. It will make your dollar have more cents.

For more than twenty-five years breeders of rabbits have been doing a lot of talking about rabbits, but it has only been in the last few years that there has been an attempt made to commercialize the rabbits, and you will read all about it in this book.

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How to breed, raise and sell rabbits. This is what this book will teach you. It points out the distinct difference between raising rabbits for fancy and raising them for quantity and big money. It attacks no one or their opinions, it grinds nobody's axe. The ideas are brand new and brilliantly conceived. It's the one text book that teaches success in the rabbit business. Sixty-four pages with many beautiful illustrations of American leading food and fur rabbits and of hutches.

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What is a Commercial Rabbit? History of Rabbits. The Commercial Rabbit for Meat. Pertinent Statistics Nutritive Value of Meat. The Commercial Rabbit Business. How to Begin Breeding and Selection. Care of the Young. Big Successes. The Future, Profligacy, Business Firmly Established, Most Profitable Strains and Breeds.

This book is compiled by Edw. H. Stahl, Pioneer Rabbit Farmer of up-to-date methods, who tells you exactly WHAT TO DO, when to do it and HOW TO DO IT to get the most possible out of your rabbits.

Beautifully Illustrated with Photographs of America's Finest Fur and Food Rabbits and Hutches

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Price 50 Cents, Postpaid. 40,000 Have Been Sold.

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Volume No. III

Fifteen Profitable Outdoor Enterprises

WRITTEN BY MEN OF SUCCESS, FOR THOSE WHO LOVE SMALL LIVE STOCK AND GARDENS

An Extremely Interesting and Extraordinarily Valuable Treatise.

We Americans have been inclined to crown ourselves where many think there is no opportunity to raise things to eat, to wear and to use as medicine. We were wrong because today the man with a small plot of ground and old building has an equal chance with the man with unlimited space.

MAKE MONEY IN YOUR BACK YARD AND VACANT LOT

There are at least 15 ways in which you can do it. We have explained how it can be done raising Rabbits and Guinea Pigs. Now this book will show you how it's done with the following: FUR BEARING ANIMALS, MINK, SKUNK, FOX, MUSKRATS, MARTEN, FISHER, etc.

GINSENG. This is a medicinal plant, much used. This book gives the whole history of the propagation of Ginseng.

GOLDEN SEAL. Another valuable and popular medicinal plant grown in America. The above two plants are extremely profitable crops.

RAISING SQUABS. One of the best and fastest growing industries. Squabs, like rabbits, are in great demand everywhere, especially in the leading hotels and restaurants.

GROWING MUSHROOMS. An enterprise where nothing but a cellar is needed. A very profitable crop, and this book gives full and complete details. Then there are complete articles on the following:

ASPARAGUS TIPS, A PRIMER ON CELERY, PEARL GUINEAS, HELLANTI, CASABA MELON, EVERBEARING STRAWBERRIES, ENGLISH WALNUTS, INDIAN RUNNER DUCKS, the duck with a future. The raising of ducks for market and for breeding purposes is extremely profitable.

FROG BREEDING. Here is a business that very few are engaged in at this time, but it's a very profitable one. Frogs are raised successfully in tanks, ponds, etc.

FERRETS. An animal very much in use, and there is a large demand for them. Big farms are devoting all their acres to raising wheat to feed thousands of ferrets. Read all about them.

BANTAMS. It's not generally known, but Bantams are real money makers, raised mostly for pets. Get into this. Try and buy some and you will see that it's mighty profitable for the raiser of these little birds.

CANARIES. Many are making money raising them. Read about it.

KUDZU. Is a great forage crop, better than alfalfa. Will grow on very poor land and enriches it. All live stock, from a guinea pig to a horse, are very fond of it. Try it on a small patch and you will plant acres and make money. Many breeders of small live stock are growing it. Cuts raising expense to almost nothing.

ALSO COMPLETE RABBIT INSTRUCTIONS about the Belgian Hare, the New Zealand Red, the Flemish Giant, the Dutch Rabbit, the Himalayan Rabbit, and complete plans of hutches, etc.

THE ONLY BOOK OF ITS KIND PUBLISHED

If you are undecided as to what branch of an outdoor enterprise you wish to promote, get this book and pick out one or more. 35,000 HAVE BEEN SOLD.

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Volume No. IV

How to Conduct a Scientific Fur Farm

Do You Want to Get Into a Business at Which You Can Make From $100 to $5,000 a Year?

IF SO, START A FUR FARM

Raise Foxes, Skunks, Mink, Muskrats, Marten, Fisher and other fur-bearing animals.

Fur farming is a national industry offering a world of wealth to those who will grasp the opportunity. It's a clean cut business of merit, especially adapted to Farmers, Hunters, Trappers, Sportsmen, Workmen and Boys everywhere. No matter where you live, Fur Farming presents to you an opportunuity to engage in a business that will be profitable, and no matter where you live you can raise one or the other of these fur-bearing animals.

You can start a fur farm on a small scale and in a few years you can make an independent living right at your own home. Foxes, Mink, Marten, Skunk and Fisher are all of them fast diminishing due to clearing of land, etc.

THE QUESTION THAT CONFRONTS US IS WHERE IS THE FUTURE SUPPLY OF FUR TO COME FROM.

FUR FARMING is the only solution to maintain our fur-bearing animals. The United States Department of Agriculture advises Fur Farming. DOMESTICATED animals give the best results as it has been proven that when Fur-Bearing animals are raised in captivity their pelts are far superior to those raised wild, bringing more money on the market.

BLACK SILVER AND CROSS FOXES

Are more profitable than a gold mine. Foxes are easily raised in captivity. Many a fortune has been built with Foxes. Millions of dollars are now being invested in this new and profitable industry. Single pelts are selling for as high as $2,000.00 each.

MINK, MARTEN, FISHER

Are now being raised for their pelts. They are prolific and their fur commands a high price at all times, and breeding stock can be had so as to be in the reach of everyone. You can learn all about raising Fur Bearing Animals in this book, HOW TO CONDUCT A SCIENTIFIC FUR FARM.

SKUNKS

Skunks are the most easily raised of all fur-bearing animals. The scent sacs are taken from the skunks, making them perfectly harmless, and it does not affect their breeding.

TO ANYONE WHO WANTS TO GET INTO THE FUR FARMING BUSINESS, YOU SHOULD HAVE OUR BOOK—"HOW TO CONDUCT A SCIENTIFIC FUR FARM."

It tells everything. How to build pens. What to feed. How to get stock, with many illustrations of the world's finest fur-bearing animals and pelts.

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Let us know what breed you wish and how many and we will make you the best price possible for high class stock. As prices change from time to time it is impossible for us to issue a regular price list. We will gladly quote prices at any time to you on anything that you may want in the live fur-bearing line. Skunks in four grades. Prices range from $8.00 to $25.00 each, according to markings, the blackest bring the most money.

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These Plans are indispensable to every rabbit breeder. By their use you are able to use compelling methods to make your business a success and add many dollars to your income. Send for your copy today. Learn the actual "HOWS" and not rosy dreams.

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CONCLUSION

We do not wish to stop talking to you. But we must bring this book to a conclusion right here. Our interest in you when you order stock from us will not be brought to a conclusion, but will be continued as long as you wish it to be or whenever you may write in. There is no line in which you may desire assistance, real business help, to which we will not give personal attention, whenever we know you wish it.

REFERENCES

As to our financial responsibility, we refer you to the Peoples State Bank, Dodson, Mo. Also Dunn's Mercantile Agency and Bradstreet's Mercantile Agency, who have our rating listed. We further refer you to the Western Baptist Publishing Co., Kansas City, Mo., American Railway Express Co., Holmes Park, Mo.

As to our standing as breeders of high class rabbits, we refer you to any Nationally Known Rabbit and Pet Stock Judge, as well as the presidents and secretaries of all the leading rabbit and small stock associations, to whom we are well known.

The fact that our advertisements have been accepted by all the leading publications for more than nine years, publications which guarantee the reliability of their advertisers, should be further proof as to our responsibility, and that we do give satisfaction in all cases.

MEMBERS—National Breeders' and Fanciers' Association of America, Inc.; National Federation of New Zealand Breeders; National Federation of Flemish Giant Breeders; Federation Belgian Breeders of America; National Belgian Hare Club of America, and many others.

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